

New Products:

1. Utility Conduit Using ADS Products:
 - a. Anybody talking to AEP, ConEd, TVA, etc.?
 - b. Do we have copies of current specifications?
 - 1) Material (PE, PVC, ABS)
 - 2) Pipe Stiffness
 - 3) Joints (watertightness)
 - 4) Diameter(s)
 - c. Quantity (/yr)
2. 2" Single wall
 - a. What is the market?
 - b. What is the market application?
 - c. Why 2"?
 - d. Why just single wall? (look at Europe) What about smooth-interior?
 - e. How about 50mm (1.96")
 - f. What about fiber-optic duct?
 - 1) What diameter(s)?
 - 2) What weight?
 - 3) What stiffness?
 - g. What about post-tensioning duct?
 - 1) What diameters for this application?
 - 2) What weight?
 - 3) What stiffness?
3. Chambers
 - a. Who will design the product? Does the experience of the designer include work with buried structures?
 - b. Who will test the design?
 - c. Who will accept the liability / responsibility?
 - d. What effect will additional competition have on current Infiltrator pricing? (Down, but how much?)
 - e. What product efficiency disadvantages relative to Infiltrator do we face?
 - f. What applications will be pursued?

4. 21" Diameter N12 (+27"?)
 - a. Volume potential?
 - b. Competition? RCP, PVC, Hancor(?), CSP
 - c. Have we tested any Hancor 21"?
 - d. Any profile limitations? O.D., I.D., etc.
 - e. S.I. dimensions? 525mm? (525mm = 20.67" or 1.6% smaller than 21")
5. Sanitary Sewer for International Market
 - a. What are current specification?
 - b. As the markets become more sophisticated, how will specifications change (tighten)?
 - c. What are our liabilities?
6. New Product Ideas
 - a. Best source probably our own people; sales, manufacturing.
 - 1) Offer a substantial reward system for successfully developed & marketed product ideas.
 - 2) Promote actively within the company.
 - b. Continue researching & entertaining input from outside the company.
7. AdvanEdge
 - a. New application potential?
 - b. 6"
 - c. Current demand versus production?
 - d. Fittings for newer applications?
8. Larger Diameters
 - a. HC Sizes
 - b. Drossbach / Annular
 - c. Reinforced or wrapped joints for watertightness (IB)
 - d. Maximum Diameter needed
 - e. Selling price(s)
 - f. Applications

9. Triple Wall
 - a. What diameter?
 - b. What market(s)?
 - c. What product changes? Stiffness? Wall thickness?
 - d. Joints?
 - e. Specifications
10. HC in Smaller Diameters by Continuous Extrusion
 - a. Sizes (development line and current design on 12")
 - b. Applications
 - c. Stiffness
11. Pipe Arch
 - a. Diameters
 - b. Volume?
 - c. Complexity of Design
12. Stormwater Retention/Detention Design with Zero Space Between Pipe
 - a. Design; Diameters & Limitations
 - b. Patent
 - c. Test Installation(s)
 - d. University Test(s)??